



# White Sands Missile Range Briefing for Industry (BFI)

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**Technical Industrial Liaison Officer  
(TILO)**

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3715**

**White Sands Missile Range, NM**

**Approved for Public Release 88002 Distribution Unlimited. OPSEC**

**Approval: 17 May 05.**

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*Team White Sands*



# Briefing Outline



## ➡ • Introduction

## • Contracting Potentials

## • Points of Contact and Internet Addresses



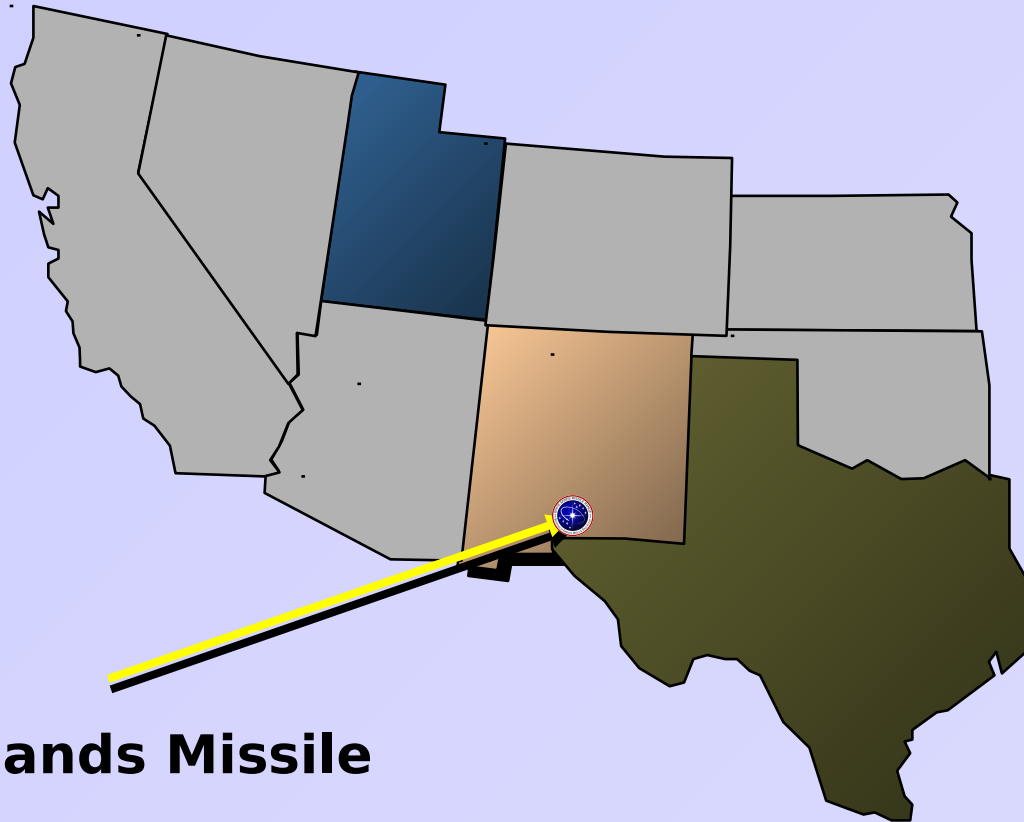
# Mission



- **White Sands Missile Range provides Army, Navy, Air Force, DoD, and other customers with high quality services for experimentation, test, research, assessment, development, and training in support of the Nation at war.**



# Location



**White Sands Missile  
Range**



# Land Mass

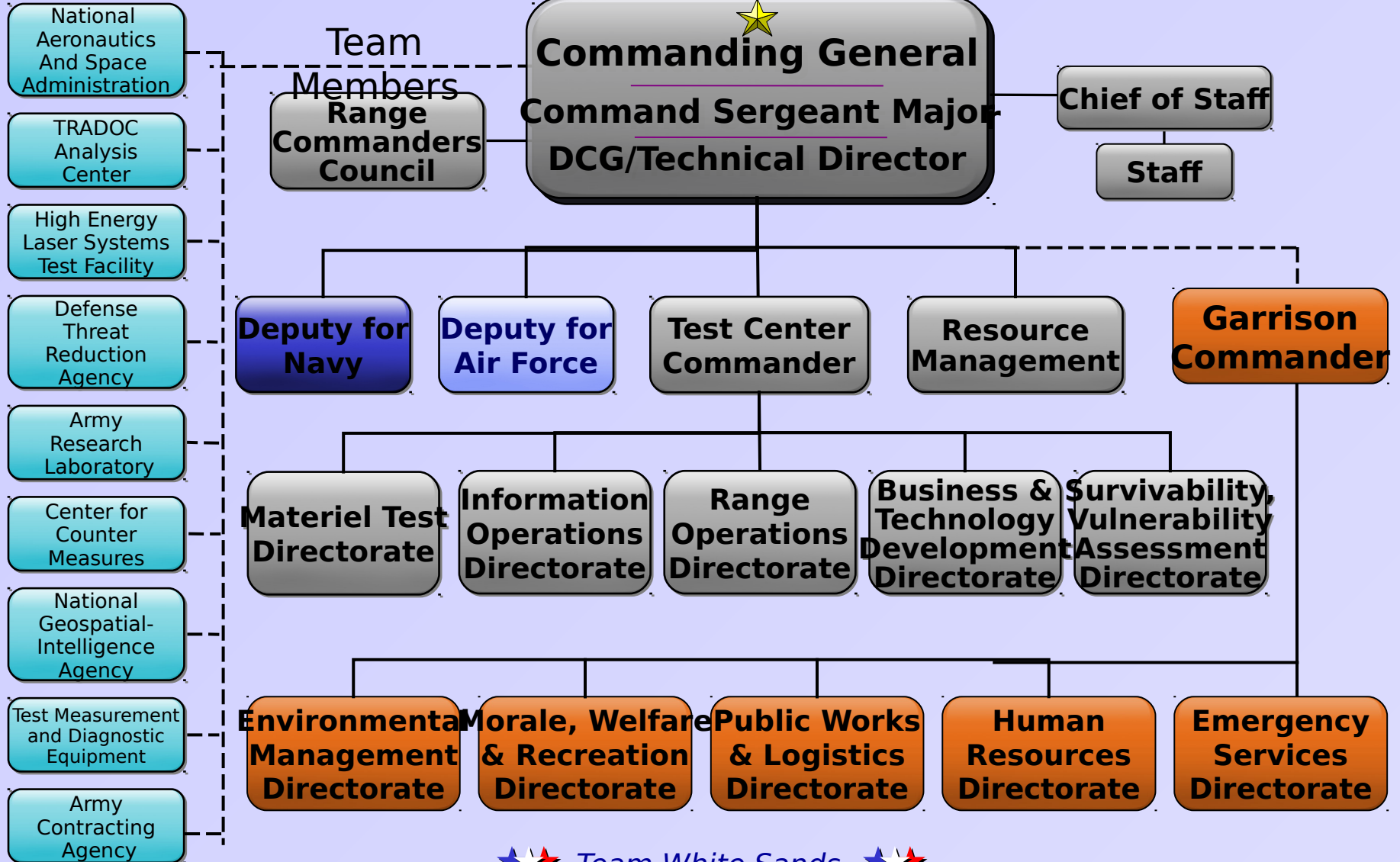
- White Sands owns 3,200 sq. miles (5,149 sq. kilometers)
- Lease agreements add 2,343 sq. miles (3,771 sq. kilometers)
- Partnering with Ft. Bliss adds 1,562 sq. miles
- Able to conduct 150 mile (241 Kilometer) missions over a contiguous land mass
- Ft. Wingate, NM (250 miles or 400 km range)

**7,100 sq. miles (11,423 sq. km)  
Total Available**





# Organization





# Thrusts

- **Operate a Major Range and Test Facility Base (MRTFB)**
- **Testing and analysis of rockets, munitions, missile systems and sensors, and space systems**
- **Testing for Survivability, Vulnerability & performing Assessments in areas of Nuclear, Space, Electromagnetic Radiation and Directed Energy Effects**
- **Modeling and Simulation and Virtual Proving Ground**
- **Instrumentation Development**
- **Significant synergy with Team White Sands - Air Force, Navy, NASA, HELSTF, ARL, TRAC, CCM**



# Test Programs Supported

- **Army Patriot variants**
- **Joint Air-to-Surface Standoff Missile (JASSM)**
- **Navy Standard Missile**
- **Marine Corps Complimentary Low Altitude Weapon System (CLAWS)**
- **NASA Space Shuttle Training**
- **Stinger**
- **Navy Extended Range Guided Munition (ERGM)**
- **Air Force Airborne Laser**
- **Joint Direct Attack Munition (JDAM)**
- **Army Tactical Missile System (TACMS)**
- **Air Force Advanced Medium Range Air to Air Missile (AMRAAM)**
- **Defense Threat Reduction Agency (DTRA) Testing**
- **Army Lance**
- **Army Stryker Vehicles**





# Test Programs Supported

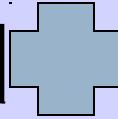


- **Terminal High Altitude Area Defense (THAAD)**
- **Multiple Launch Rocket System (MLRS) family**
- **NASA Research Rockets**
- **Mobile Tactical High Energy Laser (MTHEL) Test Bed**
- **Liquid Propellant Rockets**
- **Navy Tactical Tomahawk**
- **Line-of-Sight Anti-Tank (LOSAT)**
- **Unmanned Aerial Vehicles (UAVs)**
- **Air Force AIM-9X**
- **HERA Theater Missile Defense (TMD) Target**
- **DARPA Netfires**
- **Compact Kinetic Energy Missile (CKEM)**
- **Commercial, Private Sector**
- **Other Gov Agencies**
- **Foreign Governments**

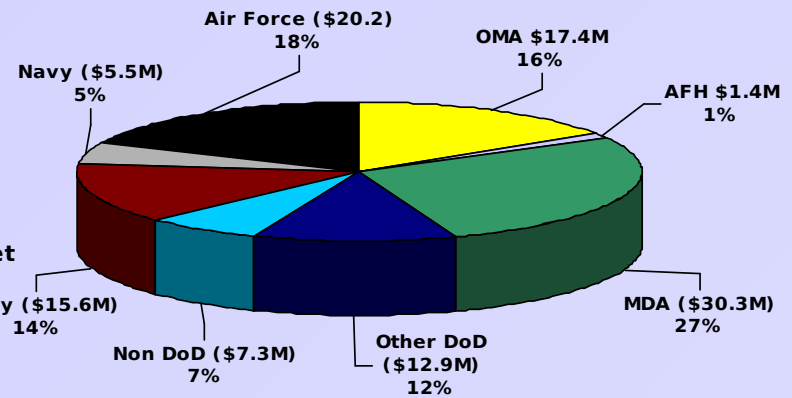
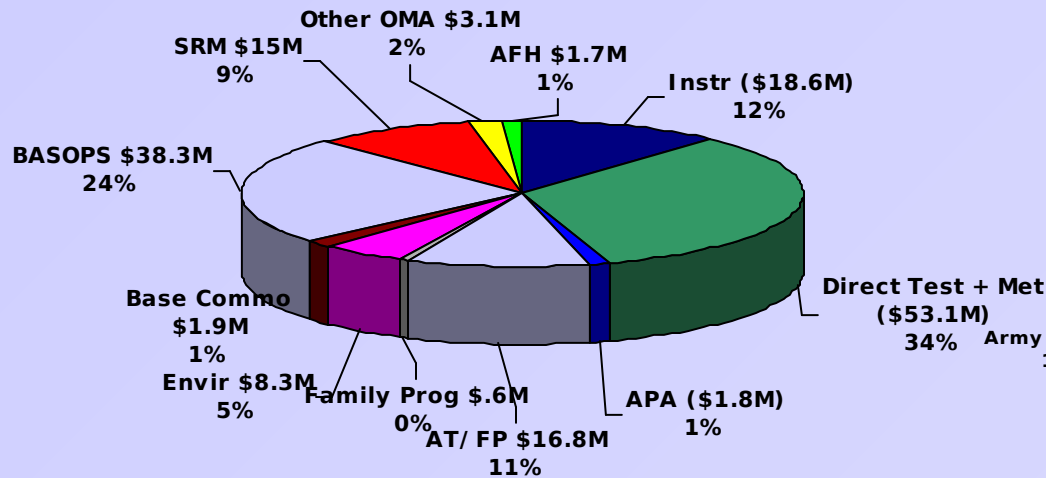


# FY05 Funding Sources

**Institutional \$159M (59%)**



**Reimbursables \$111M (41%)**

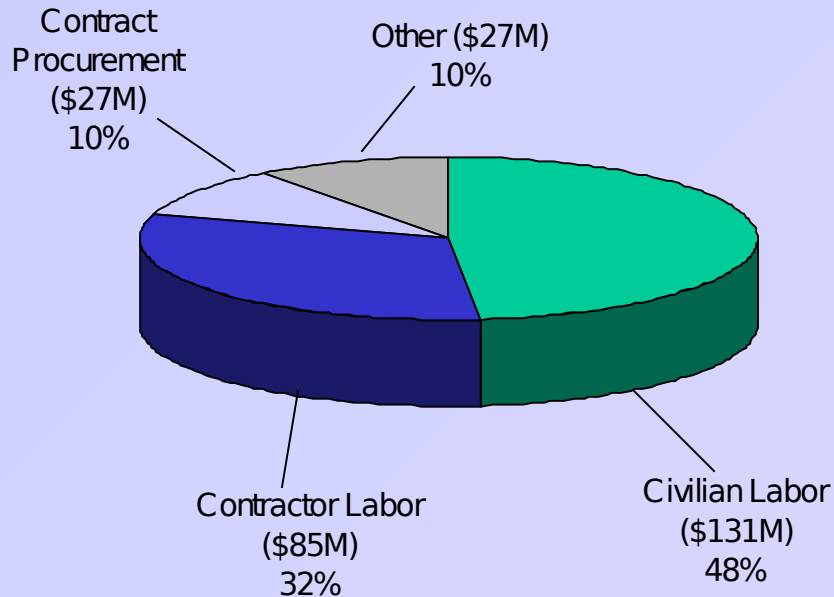


**Total Obligational Authority = \$270M**

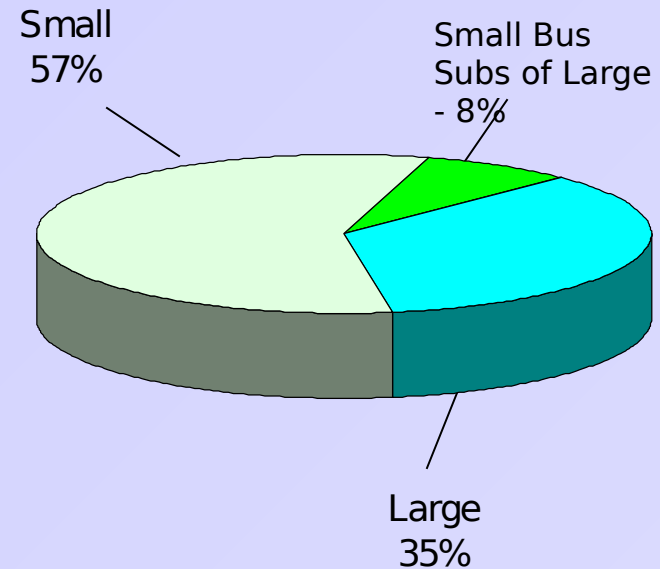
**NOTE: Total funds (including Team White Sands) ≈ \$500M**



# FY05 Breakout



**Account Breakout  
(\$270M)**



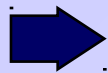
**Contract Breakout  
By Business Type  
FY04 Actual -  
\$319M**



# Briefing Outline



- **Introduction**



- **Contracting Potentials**

- **Points of Contact and Internet Addresses**



# Important Notes...

- **Being a Sub to a large contractor provides major opportunities due to contract consolidations**
- **Priorities can change, and contractual durations and options can change**
- **Funding, when shown, is rough ball-park; government cost estimates are not shown**
- **Considerable business through Credit Card and Simplified Small Purchases**



# High Probability

- **TITLE: Mission Support Services**
- **OBJECTIVE: Provide operations and maintenance, engineering development, test support, and related services to support the White Sands Missile Range test mission**
- **CONTRACT TYPE: TBD**
- **ESTIMATED COST: \$500M - \$1B**
- **DURATION: 10-20 Years, TBD**
- **ESTIMATED RFP RELEASE: 1<sup>st</sup> Qtr FY06**
- **ESTIMATED AWARD DATE: 2<sup>nd</sup> Qtr FY06**
- **SMALL BUSINESS SET ASIDE: No, Full and Open**
- **POC: Ms. Margaret Flores, (505) 678-4335**



# High Probability

- **TITLE:** Test Engineering and Analysis Services
- **OBJECTIVE:** Provide engineering and analysis services to include test planning, execution, and reporting to support the White Sands Missile Range test mission
- **CONTRACT TYPE:** Fixed Price, Award Fee, Award Term
- **ESTIMATED COST:** \$40M
- **DURATION:** 8 Years (1 year base, 2 - 1 year options, and 5 - 1 year award term options)
- **ESTIMATED RFP RELEASE:** 2<sup>nd</sup> Qtr FY06
- **ESTIMATED AWARD DATE:** 3<sup>rd</sup> Qtr FY06
- **SMALL BUSINESS SET ASIDE:** 8(a) Competitive
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



# High Probability

- **TITLE:** Base Operations Support Services
- **OBJECTIVE:** Provide services in support of post operations to include maintenance and repair of facilities, systems, and equipment, as well as grounds maintenance, custodial, and maintenance and repair of government owned vehicles
- **CONTRACT TYPE:** Fixed Price, Award Fee
- **ESTIMATED COST:** \$45M
- **DURATION:** 5 Years (1 year base, 4 - 1 year options)
- **ESTIMATED RFP RELEASE:** 3<sup>rd</sup> Qtr FY05
- **ESTIMATED AWARD DATE:** 4<sup>th</sup> Qtr FY05
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Ms. Ann Hoffman, (505) 678-8395





# High Probability

- **TITLE: Copier Service**
- **OBJECTIVE: Provide copy machines and service**
- **CONTRACT TYPE: Fixed Fixed Price**
- **ESTIMATED COST: \$2M**
- **DURATION: 5 Years (1 year base, 4 - 1 year options)**
- **ESTIMATED RFP RELEASE: 3<sup>rd</sup> Qtr FY06**
- **ESTIMATED AWARD DATE: 4<sup>th</sup> Qtr FY06**
- **SMALL BUSINESS SET ASIDE: No**
- **POC: Ms. Norma Martinez, (505) 678-3481**



# High Probability

- **TITLE:** Maintenance and Repair of Electronic Equipment
- **OBJECTIVE:** To provide preventive and corrective maintenance services for a wide variety of equipment (recorders, degaussers, data loggers, etc)
- **CONTRACT TYPE:** Firm Fixed Price
- **ESTIMATED COST:** \$1.4M
- **DURATION:** 5 Years (1 year base, 4 - 1 year options)
- **ESTIMATED RFP RELEASE:** 3<sup>rd</sup> Qtr FY06
- **ESTIMATED AWARD DATE:** 4<sup>th</sup> Qtr FY06
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Ms. Norma Martinez, (505) 678-3481



# High Probability

- **TITLE: Propane Service**
- **OBJECTIVE: Provide propane service, to include tank emplacement, checking, refilling, etc, at various locations throughout White Sands Missile Range**
- **CONTRACT TYPE: Indefinite Delivery Indefinite Quantity (IDIQ)**
- **ESTIMATED COST: TBD**
- **DURATION: 5 Years (1 year base, 4 - 1 year options)**
- **ESTIMATED RFP RELEASE: 4<sup>th</sup> Qtr FY05**
- **ESTIMATED AWARD DATE: 4<sup>th</sup> Qtr FY05**
- **SMALL BUSINESS SET ASIDE: TBD**
- **POC: Ms. Ann Hoffman, (505) 678-8395**



# High Probability

- **TITLE: Uniforms and Linen Service**
- **OBJECTIVE: Provide uniforms and various linen products at a variety of locations - Officers/NCO Club, BOQ, and maintenance workshops**
- **CONTRACT TYPE: Firm Fixed Price**
- **ESTIMATED COST: TBD**
- **DURATION: 5 Years (1 year base, 4 - 1 year options)**
- **ESTIMATED RFP RELEASE: 4<sup>th</sup> Qtr FY05**
- **ESTIMATED AWARD DATE: 4<sup>th</sup> Qtr FY05**
- **SMALL BUSINESS SET ASIDE: Yes**
- **POC: Ms. Ann Hoffman, (505) 678-8395**



# High Probability

- **TITLE: Chemical Latrines**
- **OBJECTIVE: Provide portable latrines and servicing at various locations throughout White Sands Missile Range**
- **CONTRACT TYPE: Firm Fixed Price**
- **ESTIMATED COST: TBD**
- **DURATION: 5 Years (1 year base, 4 - 1 year options)**
- **ESTIMATED RFP RELEASE: 4<sup>th</sup> Qtr FY05**
- **ESTIMATED AWARD DATE: 4<sup>th</sup> Qtr FY05**
- **SMALL BUSINESS SET ASIDE: Yes**
- **POC: Ms. Ann Hoffman, (505) 678-8395**



# High Probability

- **TITLE: Refuse Collection**
- **OBJECTIVE: Provide the main post area and vicinity with refuse collection and disposal services**
- **CONTRACT TYPE: Firm Fixed Price**
- **ESTIMATED COST: TBD**
- **DURATION: 5 Years (1 year base, 4 - 1 year options)**
- **ESTIMATED RFP RELEASE: 4<sup>th</sup> Qtr FY05**
- **ESTIMATED AWARD DATE: 4<sup>th</sup> Qtr FY05**
- **SMALL BUSINESS SET ASIDE: TBD**
- **POC: Ms. Ann Hoffman, (505) 678-8395**



# Simplified Purchases



## A Few Examples...

- **Supplies:**
  - **Electronic Items - power supplies, converters, batteries, amplifiers, cable, connectors, interface boards, modules, and TMDE**
  - **Computer hardware, software, and accessories**
  - **Various compressed gases**
  - **Video systems and equipment - players, recorders, projectors, VTC equipment**
  - **Office furnishings**



# Simplified Purchases



## A Few Examples...

- **Services**
  - **Repair of ADP, mobile, fiber optic, electrical and electronic equipment**
  - **Lease of copiers and office equipment**
  - **Sign language interpreters**
  - **Equal Employment Opportunity Training**





# Other Potentials

- **Subcontracting opportunities for supplies, services, and construction**
- **Basic Ordering Agreements (BOAs)**
  - More than 200 are in place
  - BOAs with 8(a) firms and Service Disabled Veteran Owned Small Business (SDVOSB)
  - Wide ranging: Consulting services, manufacturing, general construction, building remodeling, training and instructional services, information technology, many other areas
- **Studies**



# A Look Ahead...General



## A Few Examples:

<u>Contract Title</u>	<u>Expiration</u>
GSA Automotive Maintenance	Jan 2007
Target Control Services	Feb 2008
Automotive Maintenance and Aircraft Refueling at Holloman AFB	Jul 2008
Local Moves	Feb 2010
Range Residue	Sep 2010



# A Look Ahead...

## MCA



### FY06 - FY11 Military Construction

#### Army

- Physical Fitness Center \$9M
- Launch Complex Revitalization - Phase II \$18M
- War Road Revitalization - Phase I \$19M
- War Road Revitalization - Phase II \$21M
- Child Development Center (Children 6-10) \$7M
- Law Enforcement and Security Building \$19M

**Note: Request for Proposals (RFPs) for these MCA efforts will come from the Corps of Engineers (COE).**



# A Look Ahead... Transformation

- While overland missile and rocket testing will continue to be the foundation of WSMR T&E activity, it is anticipated the pace in this area will decrease.
- In anticipation of this reduction, as well as changes outlined in DoD and Army Transformation initiatives, and increased emphasis in Joint Operations, WSMR will enhance its system of system and Joint distributed test capabilities to support test, experimentation, and training requirements.
- WSMR will develop expanded capabilities for the Missile Defense Agency (MDA), Unit of Action, Directed Energy (DE), Interoperability, Modeling and Simulation (M&S), Unmanned Aerial Vehicles (UAVs), Robotics, and the Rapid Equipping Force.



# A Look Ahead...UA

## Potential Support to Unit of Action (UA)

- A fleet of small, networked, remotely operated pan and tilt optical tracking systems to track ground and aerial targets. Also, distance only radar or laser trackers added to existing optics mounts to provide single station TSPI for airborne objects
- Improvements in radar sensitivity to track un-augmented UAV targets with small RCS
- Secure laser communication devices
- Robotic instrumentation platforms to travel along with UA elements to provide imagery and other data



# A Look Ahead...UA

## Potential Support to Unit of Action (UA)

- **Wireless Ethernet capabilities to support high data rate tests in remote areas or highly mobile tests**
- **Testing the effects of threat laser systems on UA optical systems (optical, FLIR, and laser communications)**
- **Instrumentation to conduct E3 testing of UA platforms (particularly aerial), RF weapons survivability testing, and HEMP testing**
- **Enhance capability for conducting platform level, family-of-system level, and system-of-system level testing in a network-centric and distributed fashion**
- **GPS tracking to aid low altitude & ground tracking**
- **Increase WSMR's capability to determine radiation induced degradation on electronic piece parts**



# Contracting Opportunities for Other Locations



- **Rapid Equipping Force - Biometric devices for Iraq, robotic systems, jammers, protective shields for dining facilities, backscatter vans**
- **Project Manager, Solider Systems - Night vision goggles, sports bras, holsters, sleeping bags**
- **Intel School - Instructors, retinal scanners, cultural awareness training, OCR (for foreign languages)**
- **Threat Support Management Office - foreign assets**
- **Office of National Drug Control Policy - counter drug technologies**
- **81<sup>st</sup> Reserve (Alabama) - Facility maintenance**
- **Electronic Proving Ground - Test support services**
- **DOD Civilian Personnel Office - Training, catering, IT**



# High Probability

- **TITLE:** Night Vision Devices
- **OBJECTIVE:** Provide night vision goggles, other night vision devices, and spare image intensifier tubes
- **CONTRACT TYPE:** Indefinite Delivery Indefinite Quantity (IDIQ)
- **ESTIMATED COST:** \$1.6 Billion
- **DURATION:** 5 Years
- **ESTIMATED RFP RELEASE:** 3<sup>rd</sup> Qtr FY05
- **ESTIMATED AWARD DATE:** 4<sup>th</sup> Qtr FY05
- **SMALL BUSINESS SET ASIDE:** No
- **POC:** Mr. Jesse Brennan, (505) 678-5455





# Briefing Outline



- **Introduction**
- **Contracting Potentials**
- ➡ • **Points of Contact and Internet Addresses**



# Points Of Contact

## **White Sands Director of Contracting, Army Contracting Agency**

Cheryl A. Cretin

Voice: 505-678-7307

FAX: 505-678-4975

E-mail: [cretinca@wsmr.army.mil](mailto:cretinca@wsmr.army.mil)

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mrs. Cretin)

Bldg 143, 2<sup>nd</sup> Floor, Crozier Street

White Sands Missile Range, NM 88002

## **Small Business Advisor:**

Ron Taft

Voice: 505-678-1401

FAX: 505-678-3883

E-mail: [taftr@wsmr.army.mil](mailto:taftr@wsmr.army.mil)

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mr. Taft)

Bldg 143, 2<sup>nd</sup> Floor, Crozier Street

White Sands Missile Range, NM 88002



# Points Of Contact

## Technical Industrial Liaison Officer (TILO):

Forrest J. Dozier, Jr.

Voice: 505-678-3715

FAX: 505-678-5387

Dozier)

E-mail: [dozierf@wsmr.army.mil](mailto:dozierf@wsmr.army.mil) 100 Headquarters Avenue  
White Sands Missile Range, NM 88002

## Major Contractors:

NewTec

505-678-0431, WSMR, NM

NCI

505-678-4415, WSMR, NM

Caelum

505-678-3166, WSMR, NM

MV Industries, Inc

505-323-1797, Albuquerque, NM

Samcon, Inc

505-271-2025, Albuquerque, NM



# Internet Addresses

- **White Sands Missile Range Web Site Address:**  
**<http://www.wsmr.army.mil>**
- **Briefing for Industry (BFI) Web Site Address:**  
**<http://www.wsmr.army.mil/bd/business/whitesandsbfi.ppt>**
- **Army Contracting Agency - White Sands Directorate of Contracting Web Site Address:**  
**<http://www.wsmr.army.mil/DOCPAGE/DOCPAGE.htm>**



# Internet Addresses



- **Status of Current Solicitations and Sources Sought Web Site Address:**  
**[http://www.wsmr.army.mil/DOCPAGE/pages/sol\\_stat.htm](http://www.wsmr.army.mil/DOCPAGE/pages/sol_stat.htm)**
- **WSMR Active Contracts >\$500,000 Web Site Address:**  
**<http://www.wsmr.army.mil/DOCPAGE/Contracts/ActiveContracts.HTM>**
- **Army Small Business Innovation Research (SBIR) Web Site Address:**  
**<http://www.aro.army.mil/arowash/rt/sbir/sbir.htm>**



# In Closing...



- **Business opportunities at WSMR via:**
  - **Direct Contracts**
  - **Subs to majors**
  - **Credit Card/Simplified Small Purchases**
- **White Sands Missile Range couldn't exist without the support from contractors**
- **We thank you for your interest and support**